

Message Text

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PAGE 01 KUALA 04891 310721Z
ACTION COME-00

INFO OCT-01 EA-10 ISO-00 DODE-00 EB-08 NSAE-00 ICA-11
TRSE-00 SOE-02 DOE-15 CIAE-00 /047 W
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R 310631Z MAY 78
FM AMEMBASSY KUALA LUMPUR
TO SECSTATE WASHDC 4723
INFO AMEMBASSY SINGAPORE

CONFIDENTIAL KUALA LUMPUR 4891

E.O.11652: GDS
TAGS: BENC, BEXP, ENRG, MY
SUBJECT: BINTULU LNG PLANT

REF: SINGAPORE 2311

1. EMBASSY SINGAPORE IS QUITE ACCURATE IN POINTING OUT PETRONAS' DESIRE TO GET MOVING ON THE BINTULU LNG PROJECT AS SOON AS POSSIBLE. WE HERE, HOWEVER, ARE A BIT DUBIOUS OF WHAT TYPE OF ASSISTANCE SOON CAN PROVIDE ANY AMERICAN SUPPLIER AT THIS LATE DATE. MOST SUPPLIERS HAVE ALREADY MADE THEIR PITCHES TO BOTH PETRONAS AND SHELL, WHICH IS HANDLING THE TECHNICAL CONSULTANCY, AND IT IS OUR UNDERSTANDING THAT AT LEAST PRELIMINARY SPECIFICATIONS HAVE ALREADY BEEN DRAWN UP.

2. WE ALSO FEEL THAT SOON, UNLESS HE IS A MALAYSIAN CITIZEN WITH BUMIPUTRA PARTNERS, IS NOT IN A POSITION TO OBTAIN THE NECESSARY LICENSES FROM PETRONAS TO REPRESENT AMERICAN FIRMS IN DEALINGS WITH PETRONAS AND RECOMMEND THAT POTENTIAL AMERICAN SUPPLIERS WISHING TO HAVE REPRESENTATION DO SO WITH MALAYSIAN FIRMS RATHER THAN OTHERS.

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3. FYI: AMONG THE AMERICAN COMPANIES THAT HAVE ALREADY APPROACHED PETRONAS REGARDING THE GENERAL CONSTRUCTION CONTRACT FOR THE BINTULU LNG PROJECT ARE FLUOR, BECHTEL, PROCON, PULLMAN-KELLOGG AND MANY OTHERS. POTENTIAL AMERICAN EQUIPMENT SUPPLIERS THAT HAVE ALREADY CONTACTED PETRONAS AND SHELL NUMBER IN THE HUNDREDS.

CONSEQUENTLY, THERE IS A DANGER THAT ASSISTANCE RENDERED TO SOON MAY WORK AGAINST THE AMERICAN FIRMS THAT ARE EAGER TO GET THIS CONTRACT.

ROSENTHAL

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NNN

Message Attributes

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TAGS: BENC, BEXP, ENRG, MY
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